



**Enthusied about moving to the future of book manufacturing?
Webcom is looking for an Inside Account Executive!**

Webcom is looking for visionary employees who thrive in a stimulating fast paced environment with growth potential. We are an equal opportunity employer and we provide a competitive compensation and benefits package.

About Webcom Inc.

Webcom is a leading Canadian print solutions provider servicing the North American market for over 40 years. With a long history of technology leadership, Webcom offers innovative print solutions to address the challenges of high inventory and production costs. Webcom has invested \$30 million in new digital inkjet presses, frontend technology and finishing equipment since 2011. Webcom operates out of a 170,000-square foot manufacturing plant located in Toronto and employs 200 people.



Looking for a great opportunity to develop your career in Sales? The Inside Account Executive is responsible for achieving his/her annual sales forecast and maximizing revenue from assigned customers. He/she will manage and grow existing publishers' relationships, as well as prospect to develop new customer relationships. The Inside Account Executive will work across multiple publishing markets and develop their industry expertise in their assigned accounts. He/she will work closely with Webcom's extended team to execute 'go-to-market sales plans' to sell Webcom's product/solutions that meet customer requirements.

Required Skills & Experience:

- Highly developed organizational and communication skills
- Degree in Graphic Communication Management preferred or diploma, or equivalent experience
- Strong attention to detail
- Strong computer skills, particularly MS Excel. CRM Dynamics exposure would be an asset.
- Proven ability to work in a fast-paced environment
- Proven ability to work in a team environment

Key Responsibilities:

- Develop a good understanding of the assigned accounts and target publishing markets within his/her territory.
- Works with customers' contacts to understand their business challenges and proposes Webcom's products/solutions that address clients' needs and expectations.
- Understand how Webcom solutions/products may benefit customers and work with extended Webcom team to develop proposals based on the customers' business requirements.
- Develops new Webcom opportunities within existing accounts. Develops new leads/prospects, and drives them to successful conclusion.
- Prepares annual, quarterly, and monthly sales forecast plans as requested.
- Builds relationships with customers and new prospects.
- Documents, manages and maintains all sales contacts and related documentation in CRM.
- Manages all customer administrative responsibilities for all accounts including quoting and booking jobs.

Please submit your cover letter and resume to human.resources@webcomlink.com noting the job title. Only those selected for interview consideration will be contacted. Webcom encourages applications from all qualified candidates. In accordance with the Ontario Human Rights Code and the Accessibility for Ontarians with Disabilities Act, should you require accommodation in the interview and selection process please provide your accommodation needs in advance. You may also be required to submit adequate medical/other documentation to Human Resources to support your request for accommodation. Check us out at www.webcomlink.com/careers !